

(Reference Materials) Consolidated Financial Results for the First Half of the Fiscal Year Ending December 31, 2018

(Units: 1,000 product units, ¥ Bil.)

	Results for the First Half of the Fiscal Year Ending December 31, 2017	Results for the First Half of the Fiscal Year Ending December 31, 2018	Forecast for the Fiscal Year Ending December 31, 2018			
	January 2017-June 2017	January 2018-June 2018	January 2018-December 2018			
Net Sales	828.1 (+6.4%)	851.3 (+2.8%)	1,700.0 (+1.8%)			
Domestic Sales	86.6 (+3.4%)	85.2 (-1.6%)	180.0 (+6.0%)			
Overseas Sales	741.5 (+6.7%)	766.1 (+3.3%)	1,520.0 (+1.3%)			
Operating Income	82.2 (+25.7%)	82.2 (+0.1%)	150.0 (+0.1%)			
<Operating Income Ratio>	<9.9%>	<9.7%>	<8.8%>			
Ordinary Income	83.5 (+51.1%)	79.3 (-5.0%)	155.0 (+0.1%)			
<Ordinary Income Ratio>	<10.1%>	<9.3%>	<9.1%>			
Net Income	60.8 (+87.5%)	57.0 (-6.3%)	103.0 (+1.4%)			
<Net Income Ratio>	<7.3%>	<6.7%>	<6.1%>			
Factors Impacting Operating Income (Compared with Previous Year)	(Factors Related to Income Increase)	(Factors Related to Income Increase)	(Factors Related to Income Increase)			
	Effect of Sales Increase	25.6	Effect of Sales Increase	4.5	Effect of Sales Increase	18.0
	Effects of Foreign Exchange	1.8	Improvement in Profitability	4.3	Cost Reductions	14.5
	(Factors Related to Income Decrease)		(Factors Related to Income Decrease)		(Factors Related to Income Decrease)	
	Increased Expenses	-4.6	Development Cost Increases including Growth Strategy Expenses	-2.7	Effects of Foreign Exchange	-11.0
	Adjustments for Unrealized Income	-6.0	Increase in SG&A Expenses etc.	-2.3	Increase in SG&A Expenses	-6.2
			Raw Material Price Fluctuations	-2.2	Development Cost Increases including Growth Strategy Expenses	-6.1
			Effects of Foreign Exchange	-1.5	Raw Material Price Fluctuations	-5.8
					Increase in Depreciation Expenses	-3.2
Currency Rate (US\$)	112 yen	109 yen	105 yen			
(Exchange Rate) (Euro)	122 yen	132 yen	130 yen			
Capital Expenditure (inspection basis)	21.9	18.0	58.0			
Depreciation Expenses	22.4	22.5	48.6			
Research and Development Expenses	47.7	50.4	105.3			
Interest-bearing Debt Balance	374.9	347.5	350.0			
Evaluation of Business Performance (Operating income basis)	Sales increase after an interval of two years Income increase after an interval of two years	Sales increases over two years consecutively Income increases over two years consecutively	Sales increases over two years consecutively Income increases over two years consecutively			
Total Motorcycle Unit Sales	2,549	2,608	5,651			
Japan	54	49	98			
Overseas	2,496	2,559	5,554			
North America	37	35	72			
Europe	127	105	188			
Asia	2,122	2,187	4,785			
Other	210	232	509			

* < > Percentage change compared with the same period the previous fiscal year (rounded off to one decimal place)

* The above forecast consolidated business results are based on the Company's assumptions and beliefs in light of the information currently available, and may vary significantly from actual results due to factors such as changes in the business environment, trends in market demand, and foreign exchange fluctuations.

* * "Net Income" above refers to "Net Income Attributable to Parent Company Shareholders."